



Defense Information Systems Agency

A Combat Support Agency

Small Business Success Story

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OFFICE OF SMALL BUSINESS PROGRAMS

07 August 2009

AGENDA

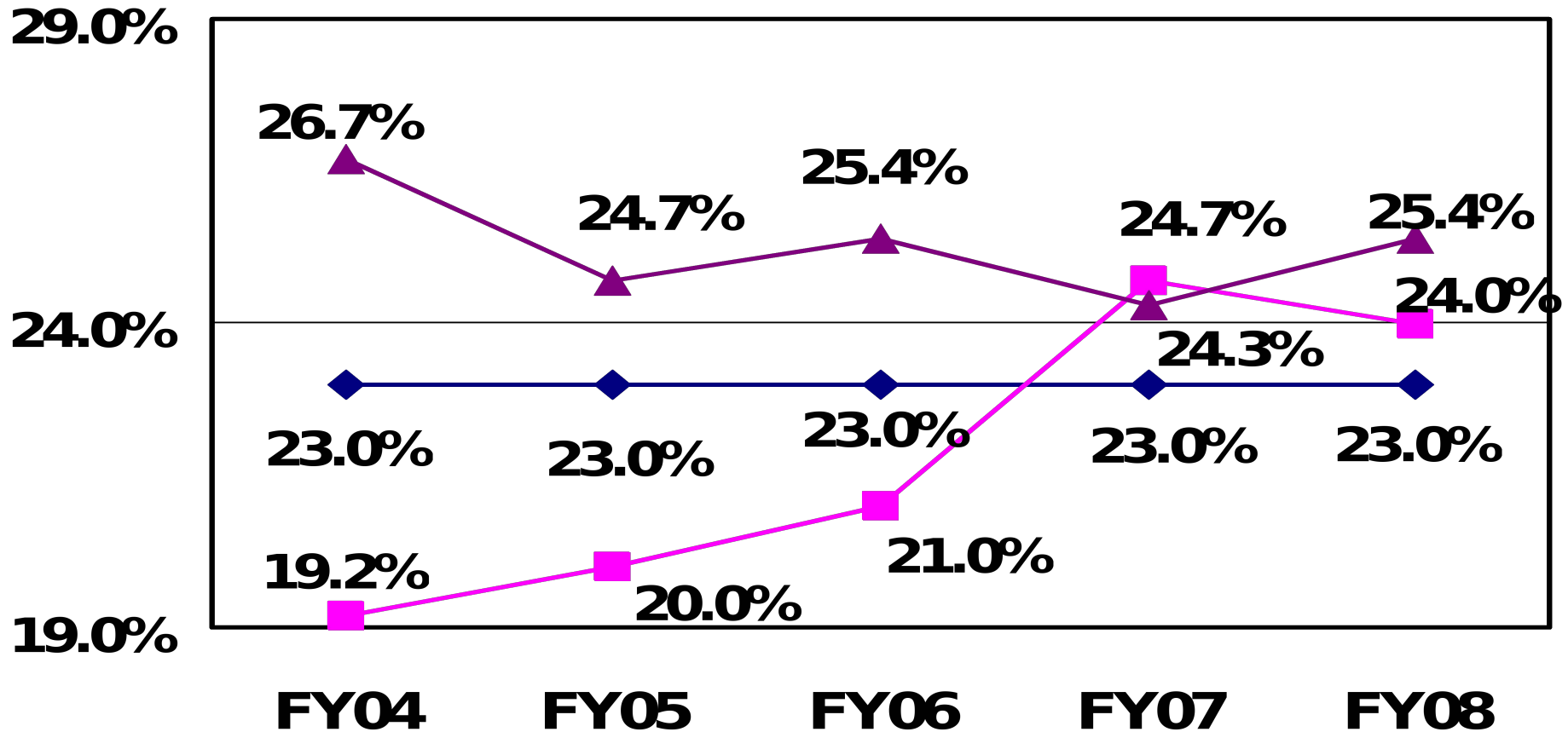
Sensational Business Performance

FY08 NAICS Results

Selling To DISA

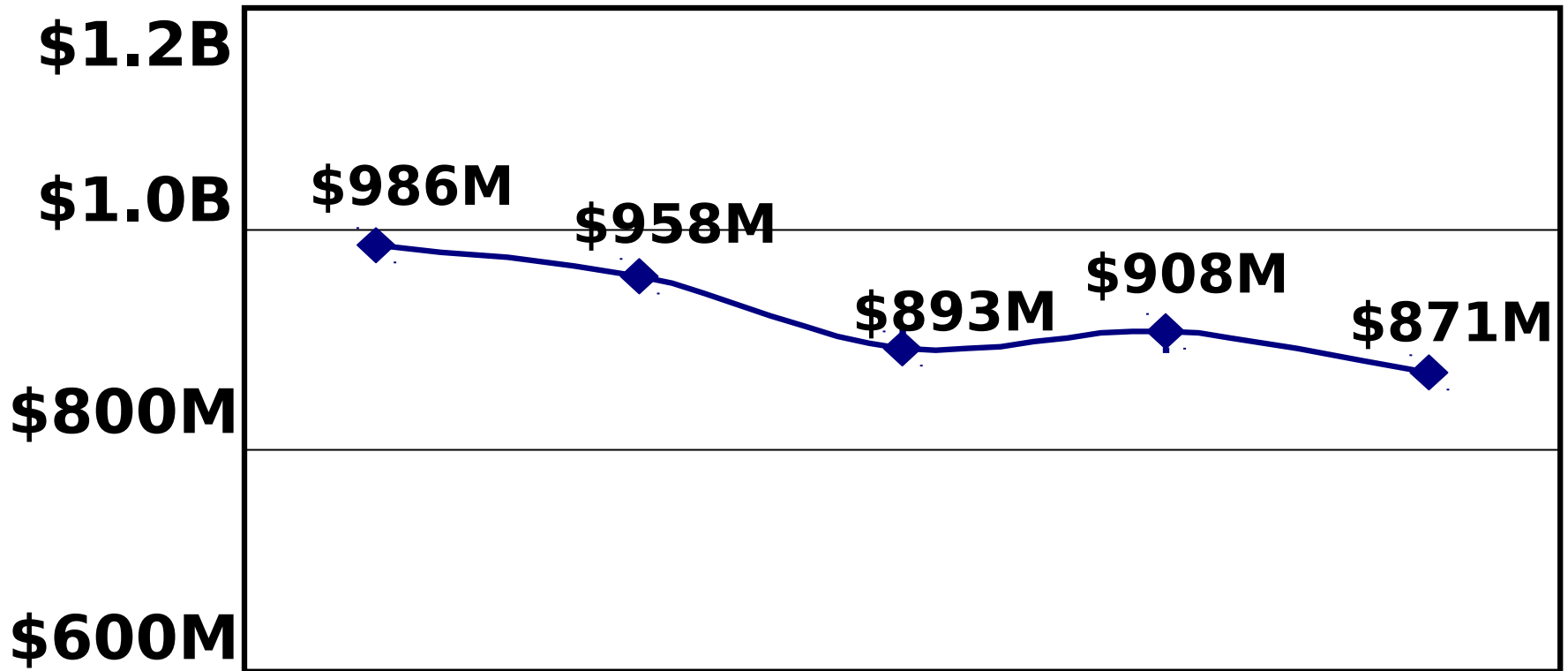
5-Year Trend

Prime Contract Award Percentages for SB



- ◆ FEDERAL GOAL
- DISA GOAL
- ▲ DISA ACHIEVEMENT

5-Year Trend Prime Contract Award Dollars for SB



Total Prime Contract
Award Base →

FY04
3.7 B

FY05
3.9 B

FY06
3.5 B

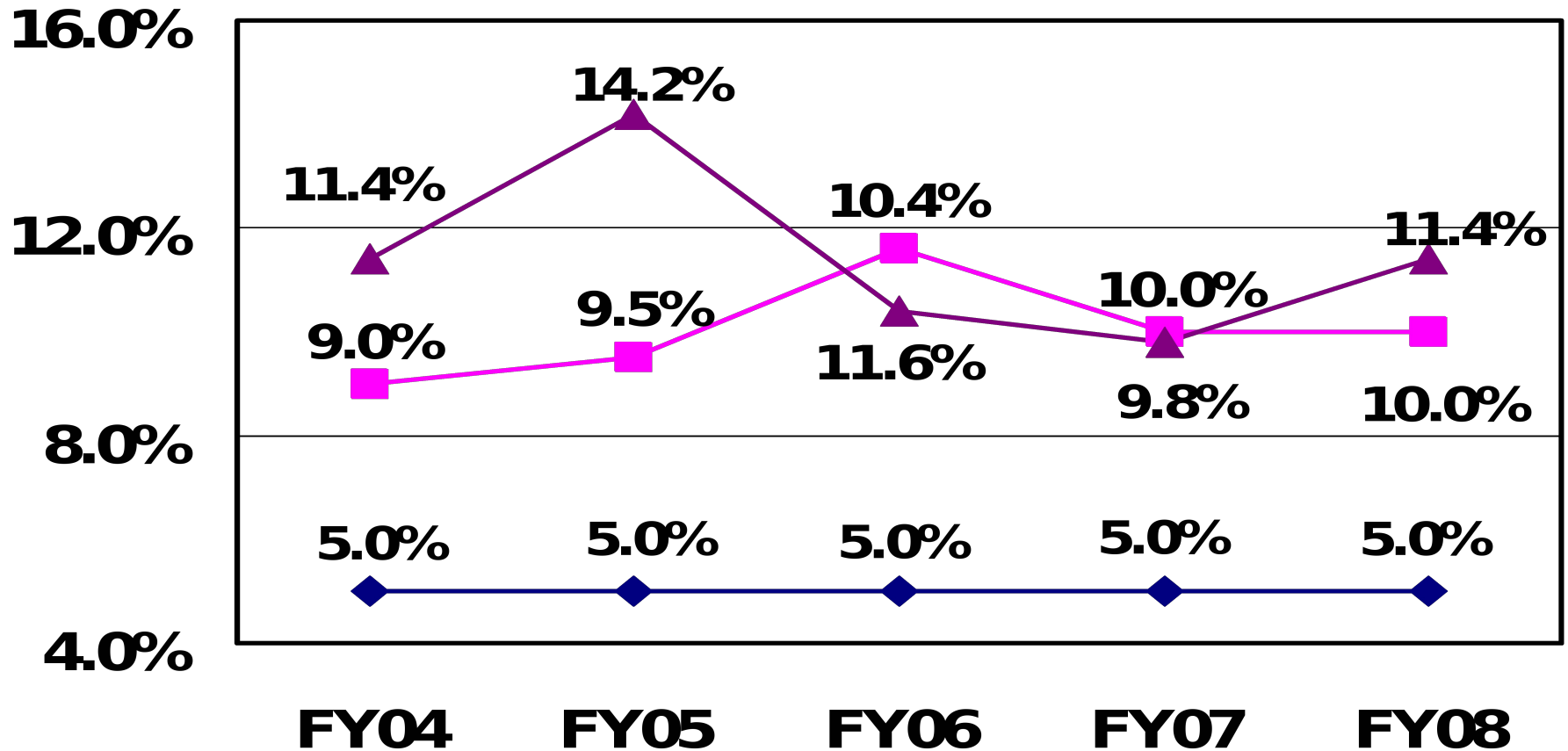
FY07
3.9 B

FY08
3.4 B

M=Million
B=Billion

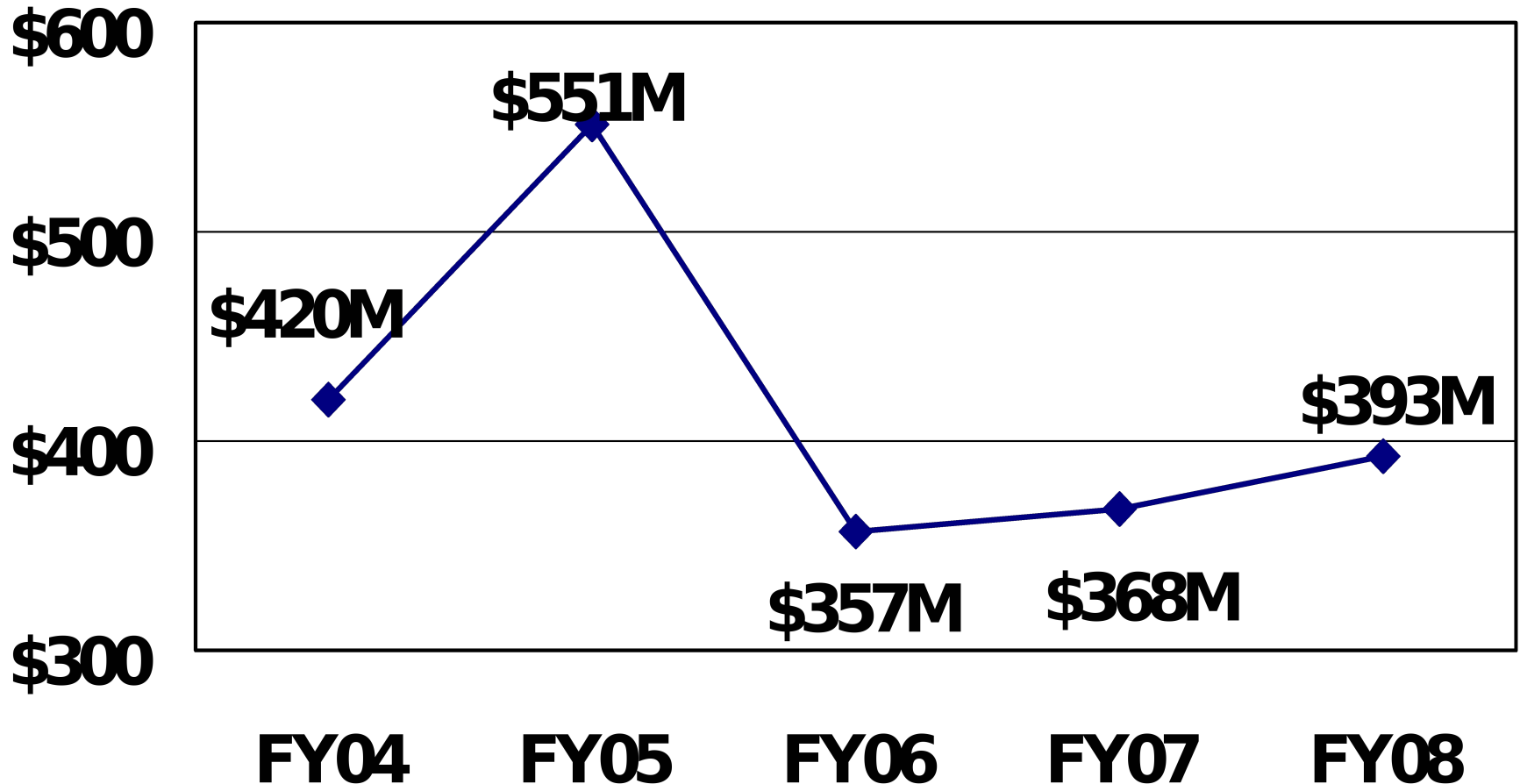
5-Year Trend

Prime Contract Award Percentages for SDB



◆ FEDERAL GOAL
■ DISA GOAL
▲ DISA ACHIEVEMENT

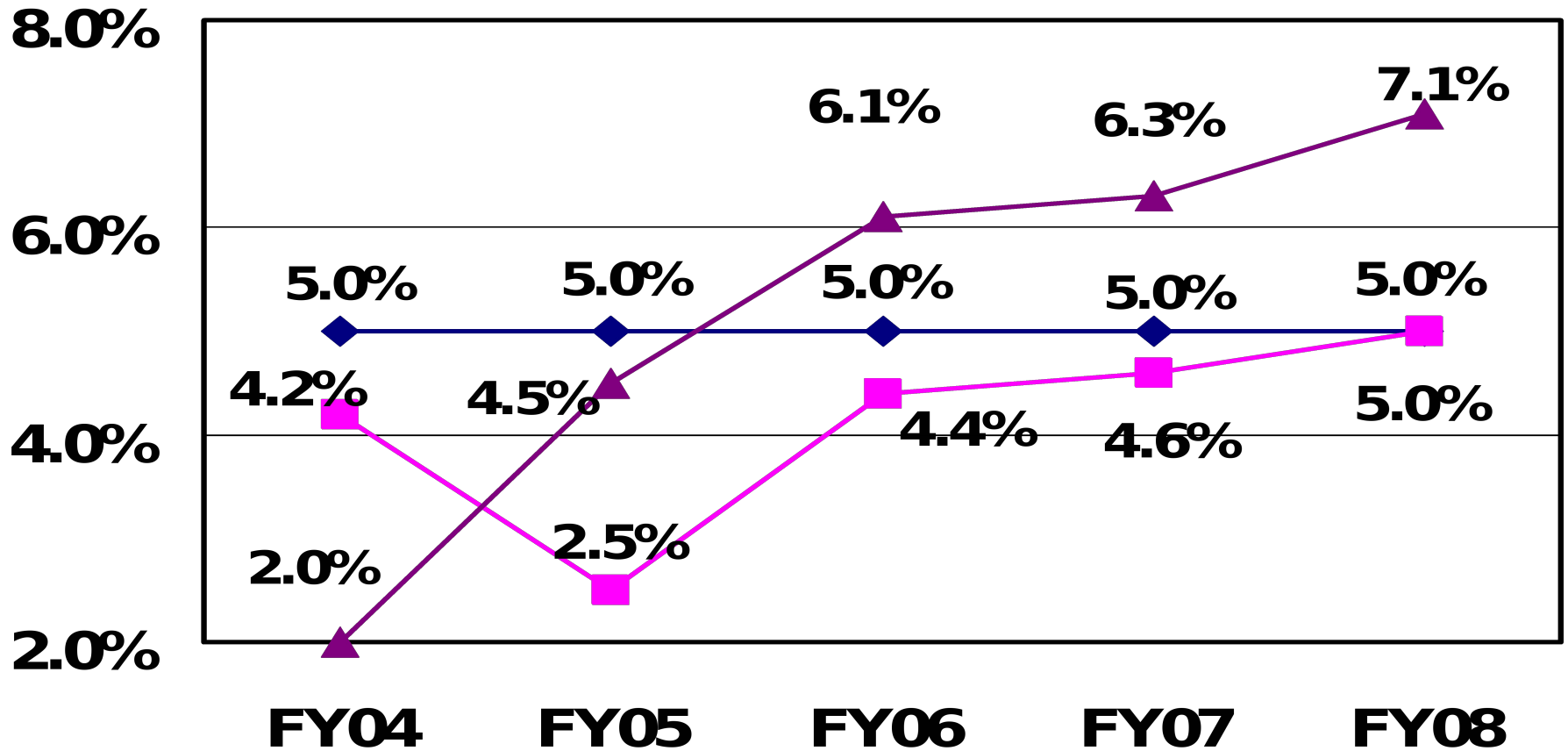
5-Year Trend Prime Contract Award Dollars for SDB



M=Million

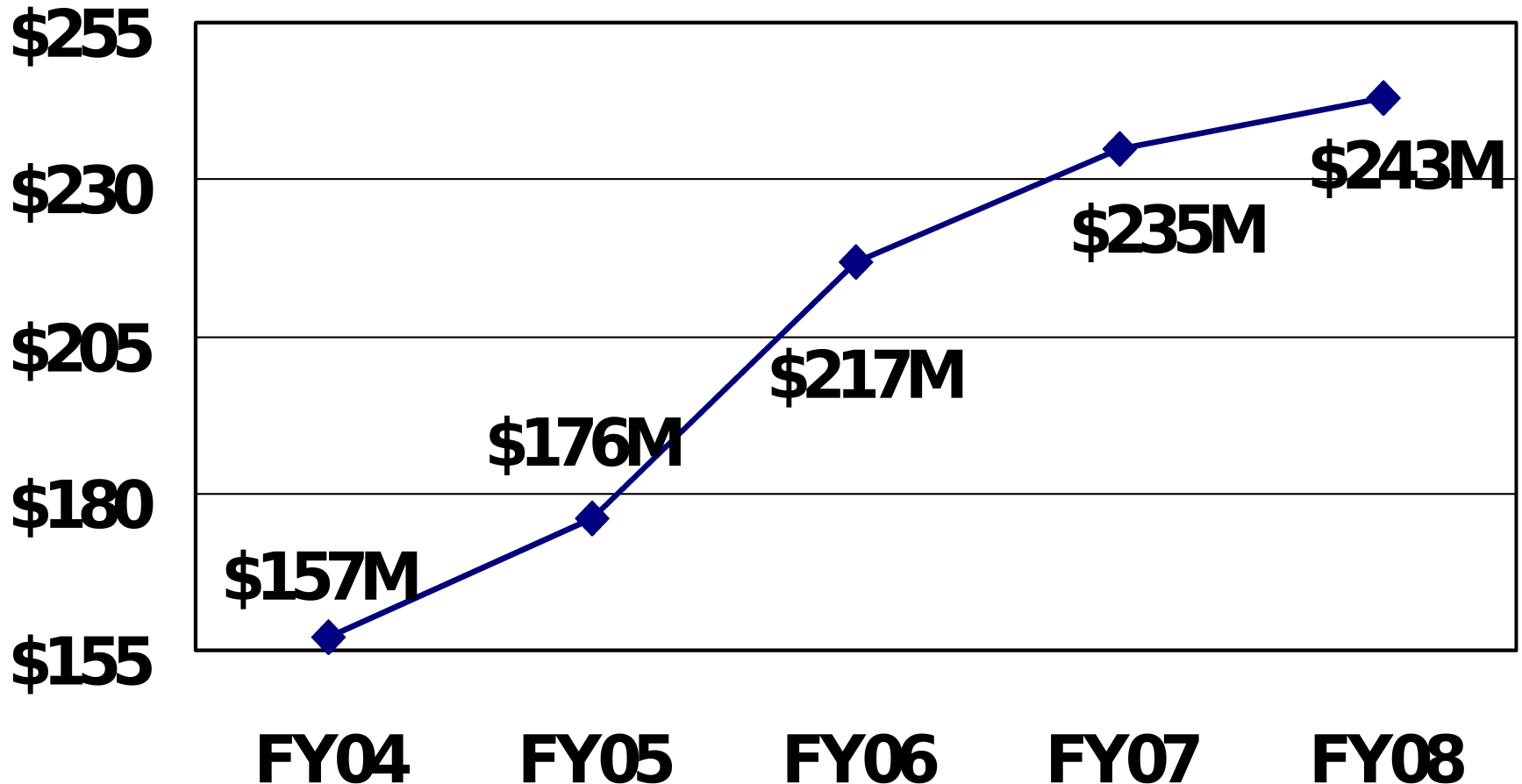
5-Year Trend

Prime Contract Award Percentages for WOSB



◆ FEDERAL GOAL
■ DISA GOAL
▲ DISA ACHIEVEMENT

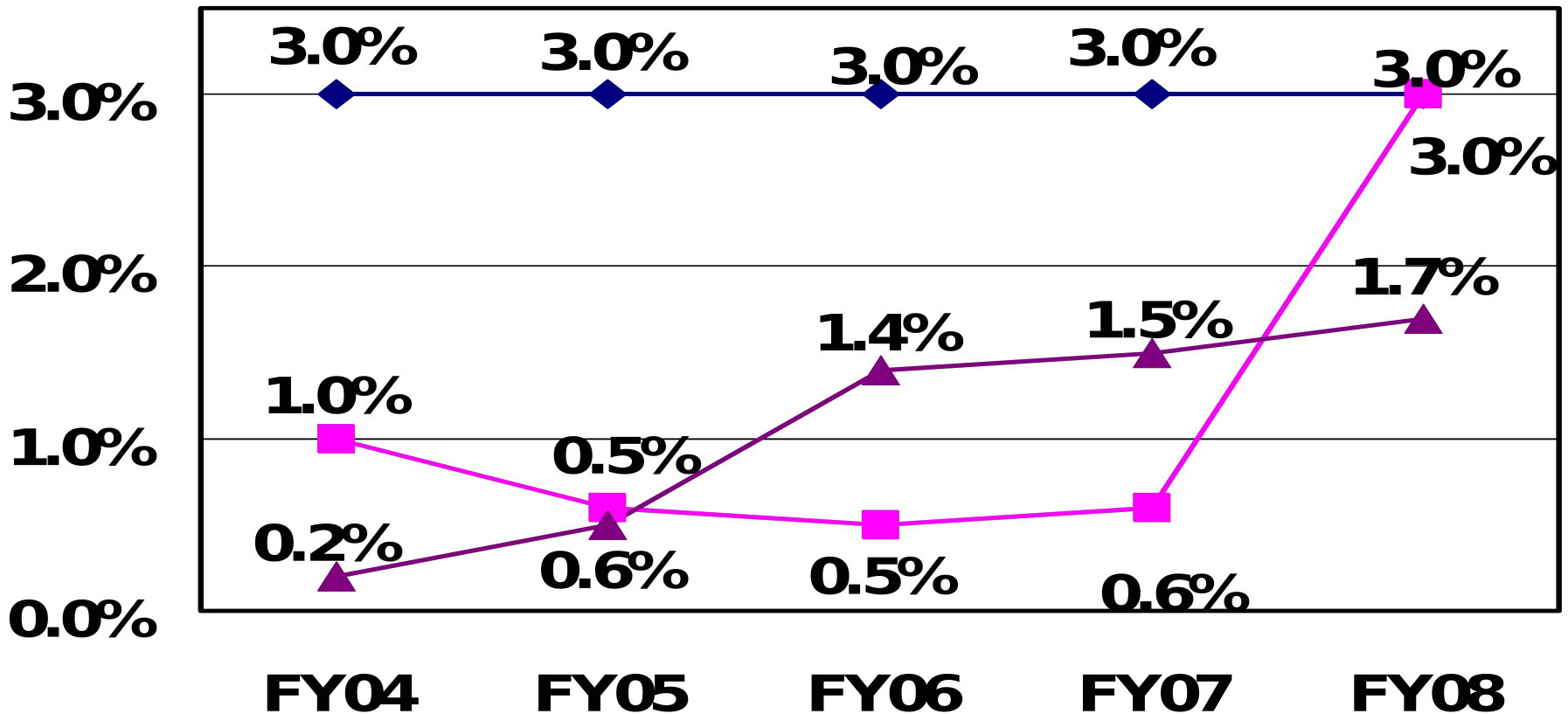
5-Year Trend Prime Contract Award Dollars for WOSB



M=Million

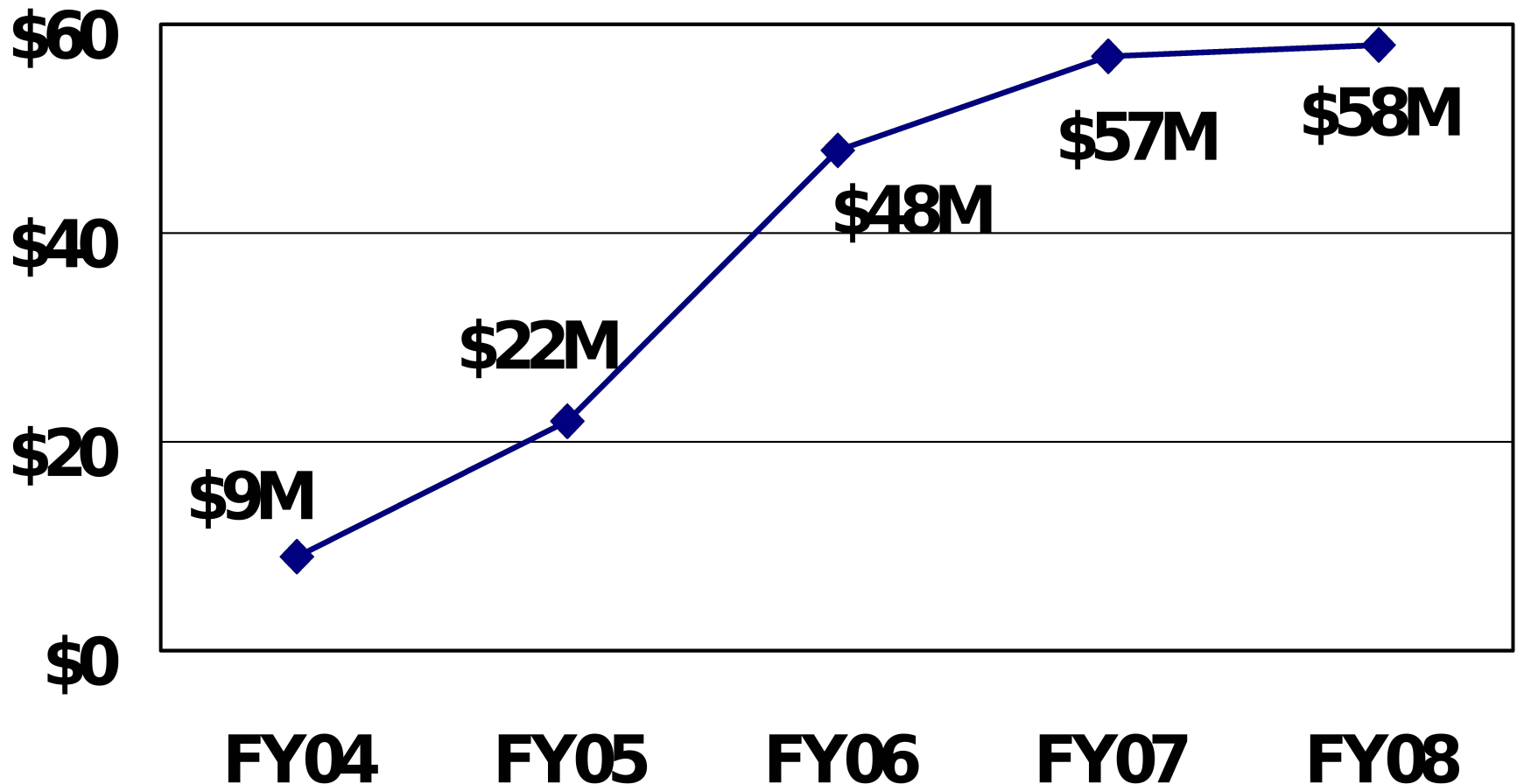
5-Year Trend

Prime Contract Award Percentages for SDVOSB



◆ FEDERAL GOAL
■ DISA GOAL
▲ DISA ACHIEVEMENT

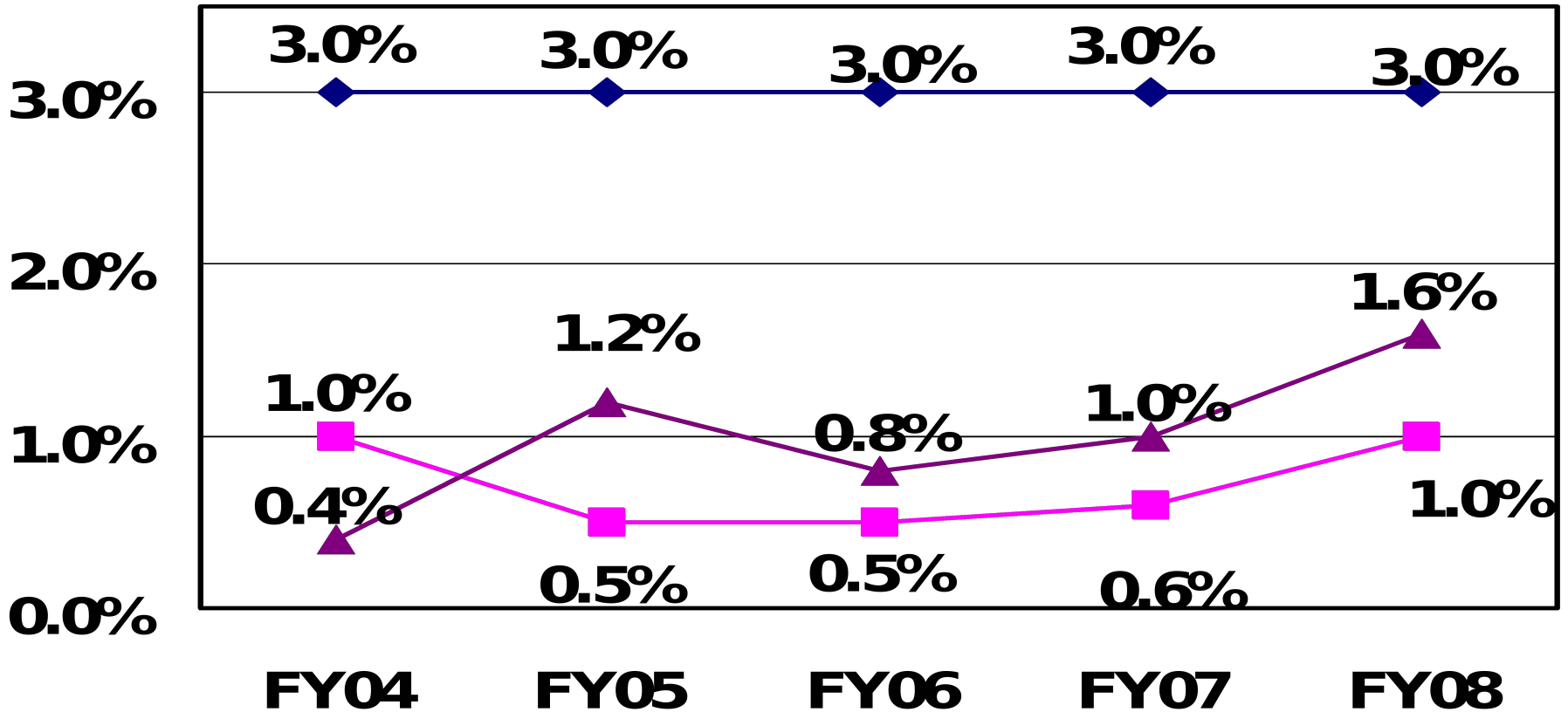
5-Year Trend Prime Contract Award Dollars for SDVOSB



M=Million

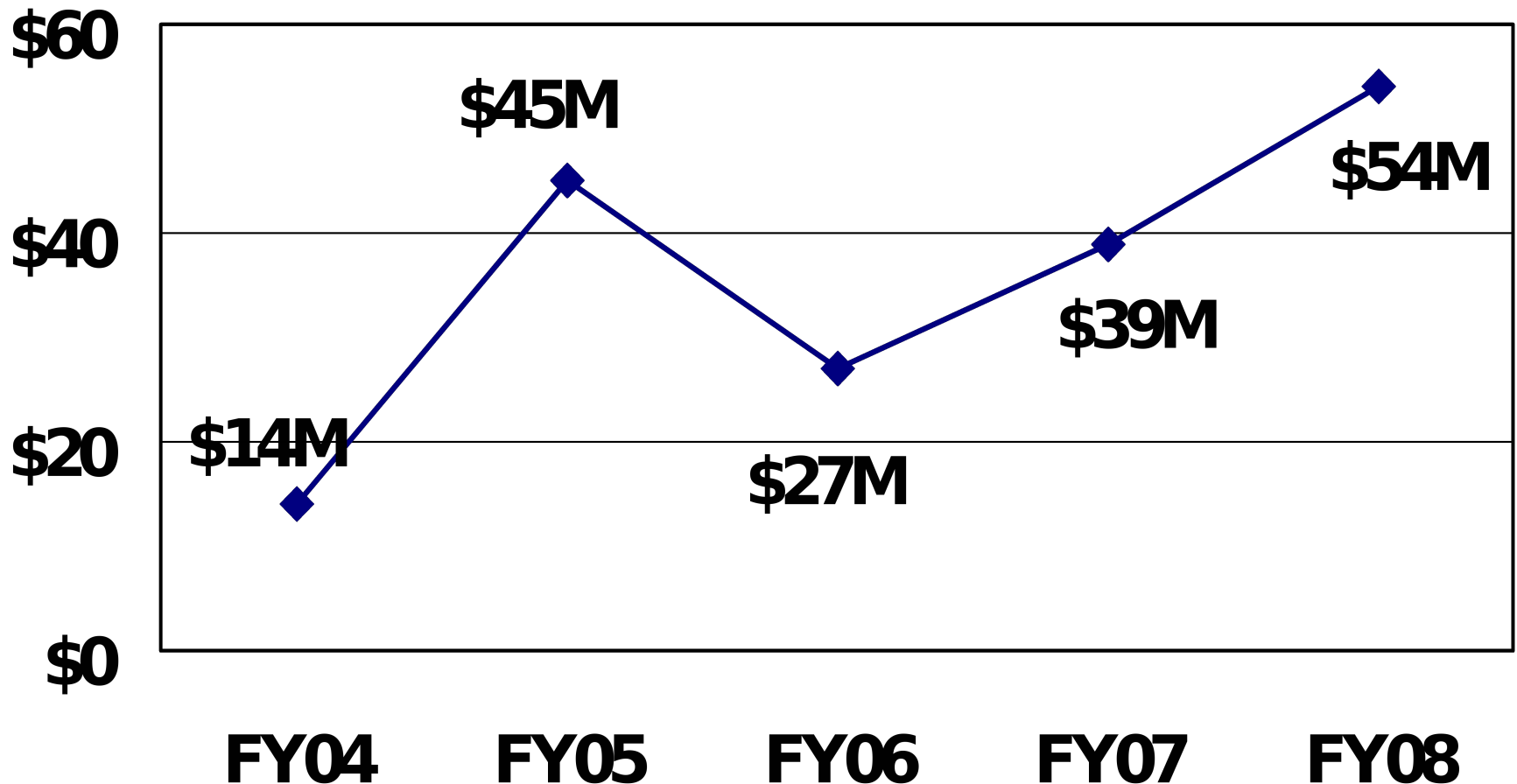
5-Year Trend

Prime Contract Award Percentages for HUBZone



◆ FEDERAL GOAL
■ DISA GOAL
▲ DISA ACHIEVEMENT

5-Year Trend Prime Contract Award Dollars for HUBZone



M=Million

FY 08 NAICS Codes Results

CONCENTRATION OF CONTRACT AWARDS:

Total Dollars awarded in FY08 - \$3.4B

Total Actions awarded in FY08 - 28,135

NAICS Sector 51 - Encompasses the NAICS Code Sector as a whole and includes the telecommunications, software, and information services.

Contract Awards in the NAICS Codes 51 Sector

68% of all Total Actions = 19,132

44% of all Total Dollars = \$1.5B

NAICS Sector 54 - Encompasses the NAICS Code Sector

as a whole and includes engineering, specialized design services

computer services and professional, scientific services.

SELLING TO DISA

Read and Comprehend the Federal Acquisition Regulations (FAR)

Provide DISA Specific Capability Presentations

Select the Appropriate DISA Stakeholder for Introductions, Technical Dialogues, Presentations

Global Presence/Performance - 24/7

Use FPDS-NG for Company Success

**SMALL BUSINESS...THE INTELLIGENT
CHOICE!**

